

Nanya Technology

Q2' 2018 Financial Summary



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Q2'18 Financial Results Summary

Amount in Million NT\$, except for EPS & BVPS	Q2'18 Audited		Q1'18 Audited		QoQ	Q2'17 Audited		YoY
Net Sales	24,592	100%	18,797	100%	30.8%	12,626	100%	94.8%
Gross Profit (Loss) <i>Gross Margin(%)</i>	13,537	55.0%	9,741	51.8%	39.0%	5,544	43.9%	144.2%
Operating Income (Loss) <i>Operating Margin(%)</i>	11,510	46.8%	8,319	44.3%	38.4%	4,167	33.0%	176.2%
EBITDA* <i>EBITDA Margin (%)</i>	14,495	58.9%	11,237	59.8%	29.0%	6,098	48.3%	137.7%
Non-operating Income (Expense)	1,990	8.1%	-1,092	-5.8%		3,835	30.4%	
Income Tax Benefit (Expense)	-2,190	-8.9%	-1	0.0%		-1,505	-11.9%	
Net Income (Loss) <i>Net Margin (%)</i>	11,310	46.0%	7,227	38.4%	56.5%	6,490	51.4%	74.3%
Earnings Per Share (NT\$)	3.68**		2.39			2.36		
Book Value Per Share (NT\$)	47.37***		48.13			35.45		
Shares Outstanding(million shares)	3,101		3,060			2,748		

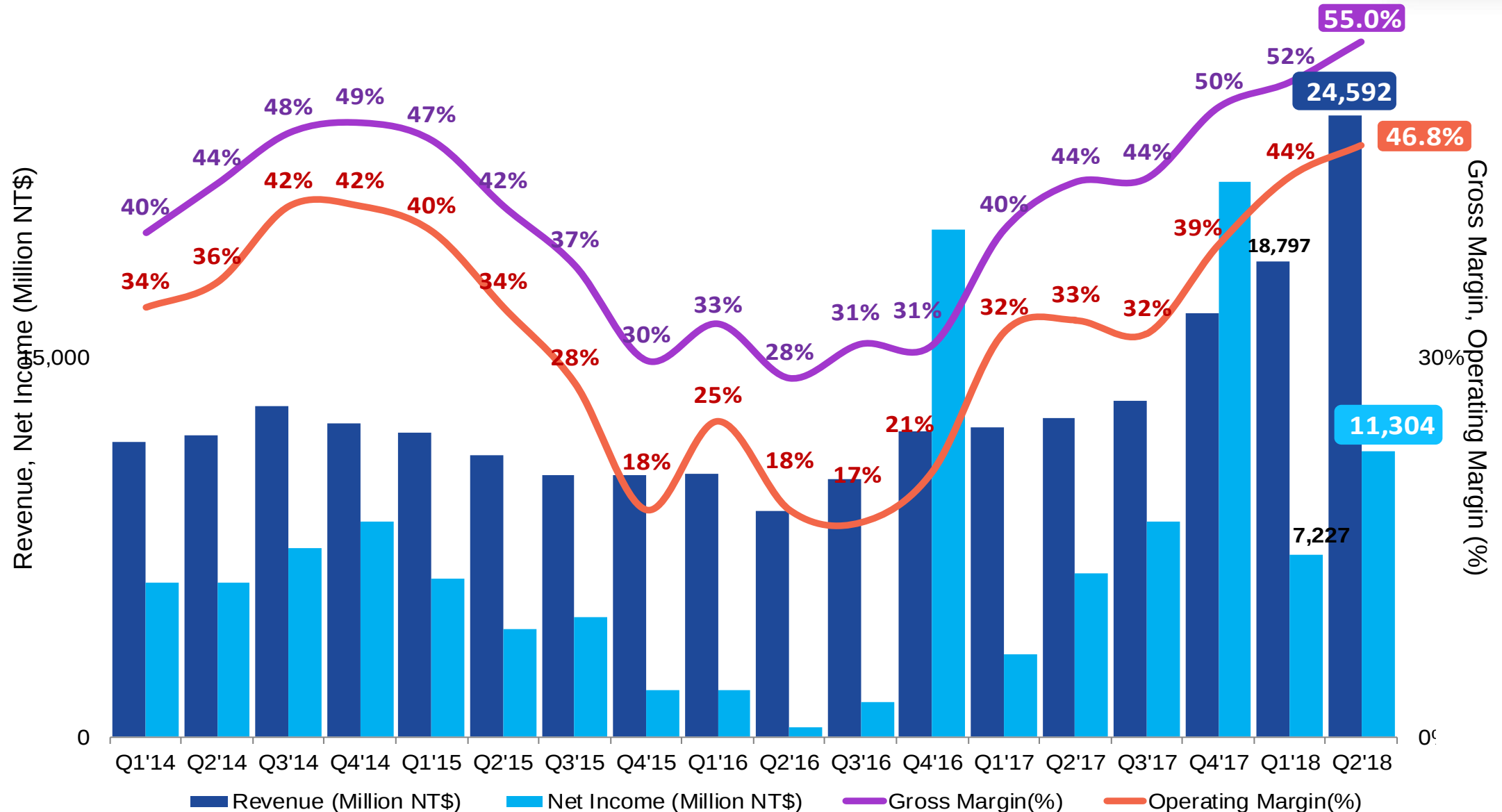
Note: * EBITDA = Operating income + Depreciation & Amortization Expenses

** EPS is based on weighted average outstanding shares of 3,075M

*** BVPS is calculated based on 3,101M outstanding shares after deduction of NT\$ 3.5 cash dividend payable

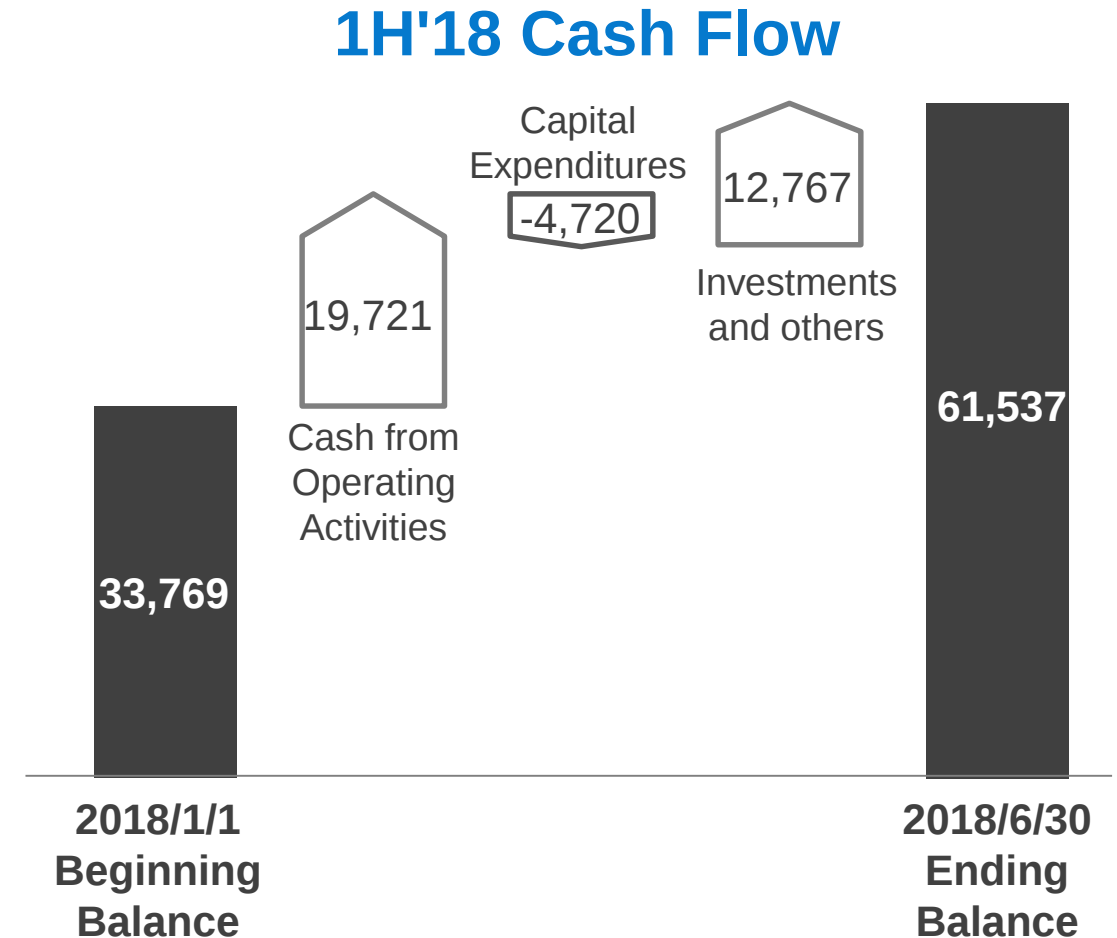
- Q2'18 Revenue of NT\$ 24,592 million(M), (+30.8% QoQ)
- Gross Margin 55.0%; Operating Margin 46.8%
- Q2'18 Net Income of NT\$ 11,310M, Net Margin 46.0%, EPS NT\$ 3.68, BVPS NT\$ 47.37 (Cash dividend of NT\$ 3.5/share, deducted)
- 1H'18 Revenue of NT\$ 43,390M (+74.6% vs. 1H'17), Net Income of NT\$ 18,537M, EPS NT\$ 6.07

Quarterly Financial Highlights



Cash Flows

	Q2'18	Q1'18
	Audited & Consolidated	Audited & Consolidated
Unit: Million NT\$		
Beginning Balance	50,197	33,769
Cash from Operating Activities	11,778	7,943
Capital expenditures	-2,780	-1,941
Investments and others	2,342*	10,425**
Ending Balance	61,537	50,197
Free Cash Flow ⁽¹⁾	8,998	6,003



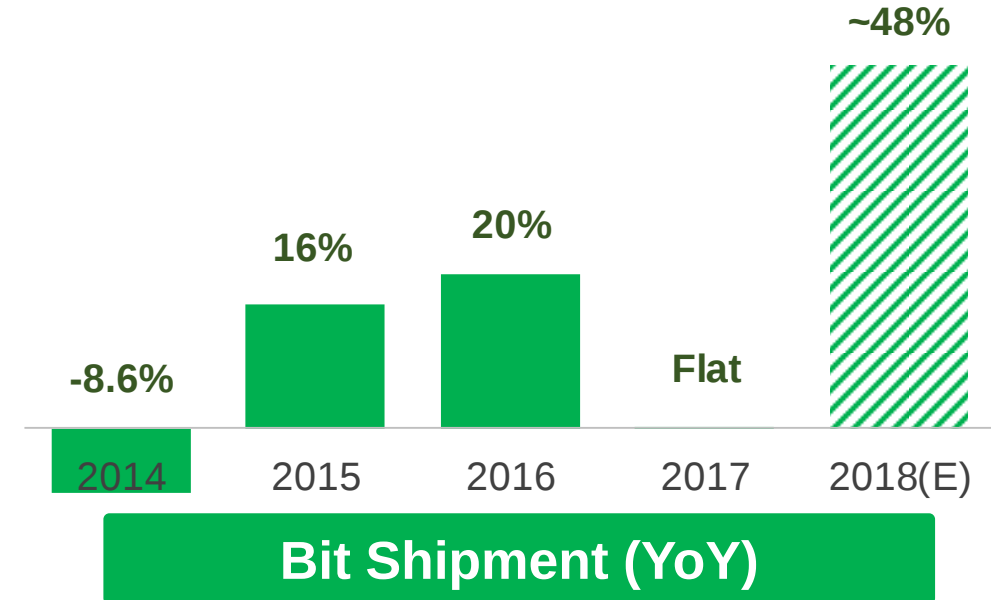
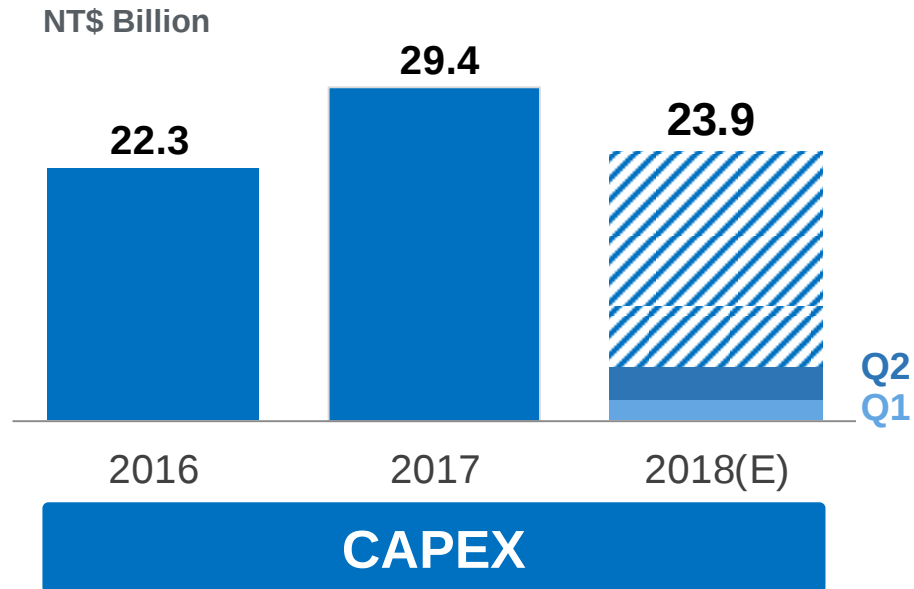
(1) Free Cash Flow = Cash from operating activities – Capital expenditures

* ESOP execution NT\$1.4 billion, FX positive impact NT\$ 698 million

** Net proceeds received NT\$10.6 billion in Q1'18 (Micron shares disposal in Q4'17)

1H'18 Free Cash Flow NT\$15,001 Million

CAPEX & Bit Shipment



Capital Expenditure (CAPEX)

Bit Shipment

- Q2'18 CAPEX NT\$ 2.78Billion (B)
- Estimated 2018 CAPEX of NT\$ 23.9B
 - 20nm equipment payment deferred
 - 10nm Class technology development
 - New CAPEX NT\$ 15.94B estimated to be expended in 2018 out of total NT\$19.71B
- Mid-single digits% increase expected in Q3'18
- Target 2018 to reach 48% bit shipment growth, 2019 bit growth target to reach mid teens %

DRAM Market outlook – Q3'18

Supply

- Q3'18 moderate supply growth expected

Demand

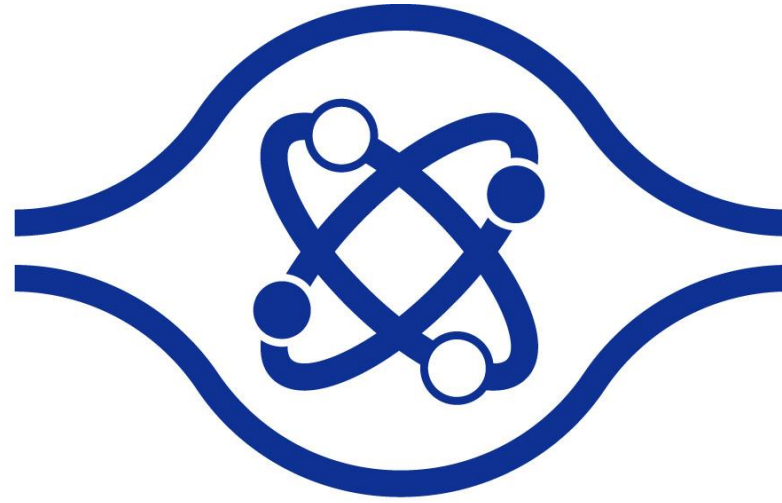
- 2H'18 the demand in each segments remains favorable
- **Mobile Market:** the new flagship smartphones with emerging applications, high resolution, 3D sensing, artificial intelligence (AI), and augmented reality will continue to stimulate Mobile DRAM demand. High-end gaming phones start to equip 8GB Mobile DRAM
- **Server Market:** Hyper scale data centers continue to out grow market average demand. Telecom operators prepare for 5G services. Estimated 258GB DRAM as average content per server
- **Consumer Market :** Major drivers of consumer applications: TV, set-top box, SSD, Networking products (PON), smart speakers. IPTV's 4K penetration rate exceeds 50%, SSD built-in DRAM demand continues to grow, PON DRAM content forecasts to grow by about 40% yoy

Global Watch

- Tariffs war, IP infringement and Antitrust accusation, have not impacted memory business in the near term. However, caution needed for potential out-of-control situation

Nanya Business Outlook

- **2H'18 DRAM Demand-Supply remain stable**
- **Nanya Tech acquired 84,022 thousand shares of Formosa Advanced Technology, approximately 19% of FATC issued shares**
- **CAPEX budget NT\$19.71 billion mainly for mid-teens % bit growth in 2019**
- **Nanya Technology Operation Focuses:**
 - Plan to deliver LPDDR4/4X products in Q4'18
 - Monthly output to increase to 73,000 WPM in year 2019, from current 65,000 WPM, with the output of 20nm increasing to 47,000 WPM from current 35,000 WPM
 - 10nm class technology development underway



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Thanks & Questions